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Message

From: Haines, John K [/O=FAIRISAAC/OU=FIRST ADMINISTRATIVE GROUP/CN=RECIPIENTS/CN=JOHNHAINES]

Sent: 6/16/2006 9:56:33 AM

To: Waid, William P (Bill) [BillWaid@fairisaac.com]

CC: Wachs, Lawrence C (Larry) [larrywachs@fairisaac.com]

Subject: RE: Chubb Question

More Financial Data

THE CHUBB CORPORATION

SUPPLEMENTARY FINANCIAL DATA

(Unaudited)

	Periods Ended December 31					
	Fourth Quarter		Twelve Months			
	2005	2004	2005	2004		
		(in mil	lions)			
PROPERTY AND CASUALTY INSURANCE						
Underwriting						
Net Premiums Vritten	\$3 , 097.3	\$3,080.2	\$12,282.6	#########		
Increase in Unearned	(17.7	(55.1	(106.6	(417.2		
Premiums Garned	3,079.6	3,025.1	12,176.0	11,635.7		
Losses and Loss	1,899.2	1,892.6	7,813.5	7,320.9		
Operating Costs and		_	_	-		
	852.0	857.2	3,435.7	3,515.9		
Increase in Deferred Policy						
Acquisition Costs	(6.4)	(11.6	(16.7	(76.6		
Dividends to Policyholders	_3.9	— 7.6				
Underwriting						
income	330.9	279.3	920.6	846.1		
Investments						
Investment Income Before	349.8	322.0	1,342.3	1,207.0		
Investment						
lxpenses	6.4	5.5	27.0	22.7		

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Investment Income	343.4	316.5	1,315.3	1,184.3
Other Income (Charges)	2.3	(1.0)	(.6)	(4.7)
Property and Casualty Income	676.6	594.8	2,235.3	2,025.7
CHUBB FINANCIAL SOLUTIONS				
NON-INSURANCE BUSINESS	1.0	(.2	(6.2)	(17.2
CORPORATE AND OTHER	(17.7	(33.5)	(165.6	(158.5
CONSOLIDATED OPERATING INCOME				
BEFORE INCOME TAX	659.9	561.1	2,063.5	1,850.0
Federal and Foreign Income Tax	166.9	140.1	485.3	447.6
CONSOLIDATED OPERATING INCOME	493.0	421.0	1,578.2	1,402.4
REALIZED INVESTMENT GAINS				
AFTER INCOME TAX	121.4	46.6	247.7	146.0
CONSOLIDATED NET INCOME	\$ 614.4	\$ 467.6	\$ 1,825.9	######## #
PROPERTY AND CASUALTY INVESTMENT				
INCOME AFTER INCOME TAX	\$ 275.5	\$ 253.5	\$ 1,055.9	#########

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Email: johnhaines@fairisaac.com

Original Message From: Waid, William P (Bill) Sent: Friday, June 16, 2006 10:47 AM To: Haines, John K Cc: Wachs, Lawrence C (Larry) Subject: Re: Chubb Question
What are the annual revenues?
Original Message
From: Haines, John K
To: Waid, William P (Bill)
CC: Wachs, Lawrence C (Larry)
Sent: Fri Jun 16 09:32:45 2006
Subject: Chubb Question
Bill,
Chubb is inquiring again about an Enterprise Price but they want to know if this would include International. I have attached the quote for your review but I think that if they wanted to do an ELA then for this price we could grant them Global Rights. They may need more Dev Seats beyond the 10 so maybe we bump it to a 30 Pack.
Please let me know your thoughts.
John Haines Director Sales EDM Technologies Eastern Region
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Tall loads Corporation Elitorphics Decision Management Technologies
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